

# Strategic Portfolio & Operations Planning

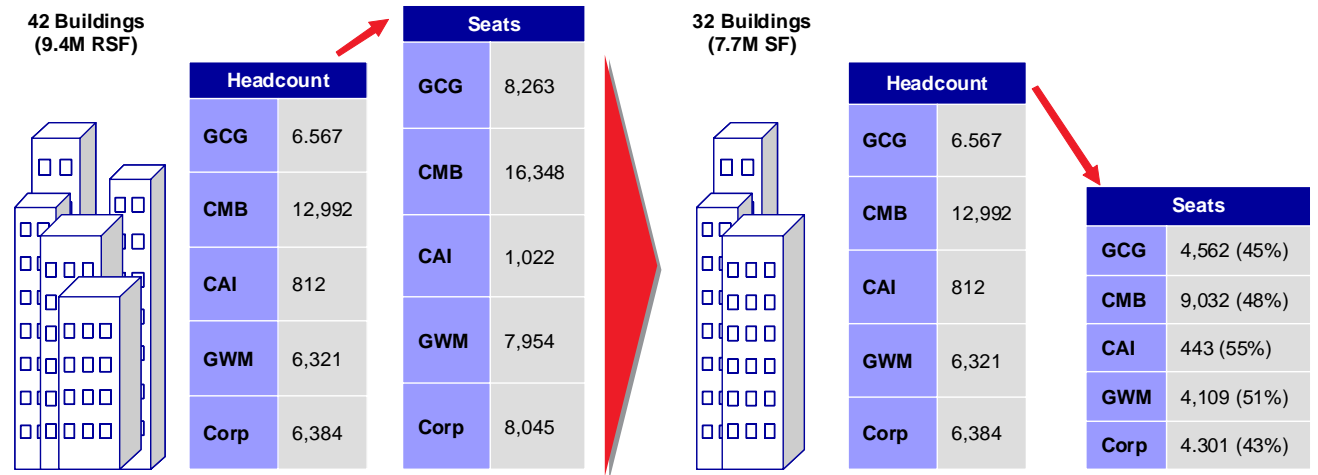
## Targeted Solution – Reduced Costs

### OBJECTIVE

For one of the world's largest financial institutions, perform a global strategic assessment of their 100M SF portfolio to identify savings by applying Alternative Workplace Strategy solutions.

### SOLUTION

The team identified almost \$1B in savings over a 4-year period. The team worked with Corporate Real Estate as well as the regional real estate and business unit representatives to validate the savings. The team developed budgetary estimates for capital spending, exit costs, and change management to implement the plan



### APPROACH

- The team's divided into four distinct units: demand for space analysis, supply of space analysis, financial analysis and integration, and change management (information technology, communications, human resources, etc.).
- The demand team analyzed the Workplace Types (traveler, independent, teamer, resident) in the Global HR database to determine the opportunities for Alternate Workplace and provide fewer seats than people to reduce facilities footprint.
- The supply team analyzed the Real Estate and Facilities database for headcount, occupancy, cost per SF, cost per person, etc to define potential disposal sites and receptor sites for the target populations.
- We developed a range of solutions from low cost to highly aggressive, and developed financial models by geographic area and by business unit.